



SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton "Mick" Ringsak

Happy New Year and a prosperous Fiscal Year 2008! We enter FY 2008 with a renewed sense of determination and optimism. During 2007, the SBA accomplished a number of goals which I believe will change the direction of this agency forever. The new Patriot Express Loan Program was rolled out this summer which has already helped hundreds of veteran entrepreneurs obtain needed capital. Under the direction of SBA Administrator Steve Preston, the agency's disaster assistance program was revamped to become more customer friendly and responsive. In September, the agency rolled out its new Rural Lender Advantage which will help smaller community banks better access our loan guaranty programs. The SBA has become one of the federal government's premier economic development agencies. Over the last 12 months, I have talked to dozens of local, state, and federal elected officials across Region Eight and every one of them has been extremely positive and supportive of this agency. I wish to personally thank all of our many resource partners – our lenders, SBDCs, SCORE, and Women's Business Centers who consistently provide tremendous support to our district offices. I have been in this job for seven years now and I have never been more excited by the prospects ahead and new challenges that we will all face together. Cheers!

The following table shows SBA Loan Guaranty activity in Region VIII during fiscal year 2007.....

FISCAL YEAR 2007	TOTAL 7(a) and 504 LOAN APPROVALS	GROSS LOAN AMOUNTS	JOBS CREATED or RETAINED **
COLORADO	2557	\$505 MILLION	10,100
MONTANA	421	\$76 MILLION	1,520
NORTH DAKOTA	257	\$46 MILLION	920
SOUTH DAKOTA	275	\$52 MILLION	1,040
UTAH	2990	\$409 MILLION	8,180
WYOMING	180	\$53 MILLION	1,060

****Based on SBA's Office of Advocacy estimate that one job is created or retained for each \$50,000 lent to a small business**

Small Business Week 2008 Nomination Application now available online! Go to <http://www.sba.gov/nominationsguidelines/> Deadline is November 23rd



"In Your Corner" by Jim Henderson, Small Business Advocate

Small Business Creates America's Jobs. Small business continued to create America's new jobs in 2004, according to the latest data. The updated United States Small Business Profile released today by the Office of Advocacy of the U.S. Small Business Administration shows that small businesses added 1.9 million net new jobs during the latest year studied. "Small businesses are America's job-creating dynamo," said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. "Clearly policymakers need to consider their impact on small business when they are making policy decisions." Updated data and statistics on America's small businesses are available at www.sba.gov/advo/research/profiles. The updated profile also shows that: In 2006, the nation had an estimated 26.8 million small businesses, of which 6.1 million were employer firms; Small businesses employed 50.9 percent of the nation's non-farm private workforce in 2004; America had 1.1 million Asian-owned firms, 1.2 million Black-owned firms, 1.6 million Hispanic-owned firms, 201,400 Native American-owned firms, and 28,900 Native Hawaiian and Pacific Islander-owned firms in 2002 (latest data). (Note: cannot be totaled, as business owners chose multiple ethnic and racial categories); Women-owned firms totaled 6.5 million and generated \$940.8 billion in revenues in 2002 (latest data).

District Office Reports: Your SBA Event Planner

Colorado – Are you intimidated by your financial statements? Do you lay awake at night worrying about your business' financial health? What is cash flow and how can I forecast my needs? This eight hour, two night workshop is designed to answer these questions and many others. You will learn how to structure you statements so they reflect YOUR business and tell you what you need to know. Key elements will be identified that have the most impact on your business profitability. Don't just roll the dice with your business - know what your financial statements are telling you and manage for success. The next workshop will be held on Monday Nov 12, 5:45 - 10 pm & Thursday Nov 15, 5:45 - 10 pm, at the DeVry University South Campus in Greenwood Village. For more information and cost, contact Denver SCORE at 303-844-3985.

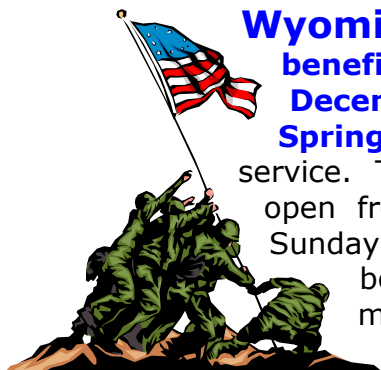
Montana – Montana District Office Community and Lender Outreach Tours to start in 2008! The Montana District Office will kick off a statewide community and lender outreach training tour to educate the public and lending community on the benefits of SBA's lending and technical assistance programs. Highlights will include information on SBA's new Rural Lender Advantage program and our Patriot Express Initiative. In addition to the community workshop training, MDO staff is available to provide one-on-one or group lender training sessions in these areas. Lenders interested in this training on SBA loan guaranty programs, or those interested in hosting an event in their community should contact SBA's Rena Carlson at lorena.carlson@sba.gov or 441-1086.

North Dakota – The North Dakota District Office and the West Fargo Chamber is offering a Lunch & Learn workshop titled Prevent Shoplifting & Employee Theft, on November 14th from 11:30am to 1:00pm at the Lodoen Community Center, 109 3rd Street East, West Fargo, as well as through an online webinar. This seminar will help business owners evaluate their present situation and implement ways to curtail loss caused by shoplifting and internal theft. A box lunch will be provided for those attending in person. For more information or to register, contact Chris Barton at the West Fargo Chamber, 701-282-4444 or chamber@westfargochamber.com .

**We appreciate
YOUR BUSINESS!**

South Dakota – The Sioux Falls SCORE Chapter will present a workshop entitled, "How to Really Start Your Own Business" on Saturday, November 10th, from 8:00 AM to 3:30 PM at the Ramkota Best Western Hotel, 2400 N. Louise Avenue (I-29 at Russell Street - Exit 81) in Sioux Falls. This workshop will cover topics such as Marketing, Business Plans, Cash Flow/Financial Projections, IRS Tax Advice, Available Assistance from Agencies in the Area, and a Roundtable Discussion by local business owners. Cost for each individual is \$40.00, which includes materials and lunch, \$20.00 for each additional associate and \$20.00 for students. Call the Sioux Falls SCORE office at 605-330-4243, ext. 44 for more information and to register.

Utah – SBA's Utah District Office approves 2,990 loans during FY 2007. This represents a 39 percent increase over last year - the largest percentage increase in the country. In fiscal year 2007, the Utah District Office approved 2,990 7(a) and 504 loans worth a whopping \$408.6 million. The number of loans represented a 39% increase from the previous year, the largest percentage increase in the country. The total number of loans made in fiscal year 2007 increased 283% over the loans made in fiscal year 2002, from 780 to 2990. Other Utah District accomplishments for FY 2007 include the following: Women, Minority and Veteran Business owners had a record number of loans; Participants in the 8(a) Business Development Procurement Program received over \$150 million in contracts; The Utah District Office ranked 11th nationally among SBA district offices in total loan production; the Utah District Office ranked 10th nationally in 504 loan production.; and the office ranked 7th nationally in Express loan production.



Wyoming – The Wyoming Veterans Coalition will be hosting a benefits and job fair on Saturday, December 1st, and Sunday, December 2nd, at the Sweetwater County Fairgrounds in Rock Springs. The fair is open to veterans of all ages and branches of military service. The 104th National Guard Unit will be hosting this fair which will be open from 12:30pm to 5:30pm Saturday and 7:30am to 12:30pm on Sunday. SBA's Dave Denke, Veterans Affairs Officer, will be staffing a booth with information about what SBA has to offer our veterans. For more information, contact the SBA's Dave Denke at 307 261-6523 or email david.denke@sba.gov .

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov
SBA's Website can be found at www.sba.gov
Newsline Eight can now be downloaded at www.sba.gov/region8